

PURCHASE/SALE OF A PRACTICE



Buying or selling a healthcare practice is a complex transaction, and having a business advisor and CPA at your side can help ensure your interests are protected and your financial goals are met. There are many considerations for both buyers and sellers, including entity selection, valuing the business, due diligence requirements, and transaction structure. Recent court rulings and legislative changes have significantly impacted the area of buying or selling a business making it more important than ever to seek expert guidance.

Your Goals

Whether you are the buyer or seller, as your CPA and business advisor, Avizo Group will help you navigate the transaction while also considering everything from your tax liability to your personal wealth and retirement and estate planning goals.

Keeping these in mind, we can help structure the sale/purchase in a way that best benefits your overall goals.





Insider Transaction

If the transaction happens between people already associated with the organization, there are different buyer/seller considerations.

The Seller: Transactions between related parties can often times be more stressful than those with a 3rd party, especially if the related party is a family member. For the seller, we can help create a path for the key employee or family member to be able to afford the transaction, and do it the most tax efficient way possible, while reducing risk to you. If you are not yet ready to sell or you don't have an exit strategy, we can assist in succession planning so that when the time comes you can receive maximum value for the business you have built.

The Buyer: As the buyer of a business with which you are already intimately familiar, you know the strengths and weaknesses of the organization and how it operates. In addition to the traditional areas of financial forecasting, budgeting and cash flow and debt management, we offer strategic planning services that will help you enhance the strengths of the organization while eliminating or mitigating the weaknesses. We also offer Kolbe assessments and Lean Six Sigma process consulting that will help your team work better and more efficiently.



3rd Party Transactions

The Seller: For the seller, we can assist in identifying weaknesses in the organization that the buyer could use to drive down the value. We can also assist in developing a mitigation plan to strengthen or eliminate those weaknesses. Once those issues are addressed, we can assist both with the business valuation and in positioning your organization to maximize value as you take your business to the market.

The Buyer: For the buyer we can assist in developing the investment criteria that will be crucial in determining the viability of a possible acquisition. Critical items to consider include revenue and EBITDA projections, future cash flow, industry trends & outlook and location of the target business. After the target is identified we can assist in arranging financing, drafting the letter of intent and in performing due diligence to validate the information provided by the seller. We can also advise in formulating employment agreements to secure key employees whose continued presence will be critical to the continued success of the target.

Regardless of whether the sale or purchase involves a 3rd party or an insider, we have the expertise and resources to support you in every step of the transaction.



Complications with Buying & Selling

The structure of the transaction will be complicated because the buyer and seller often have different goals. Consider the following items:

A sale/purchase of business assets vs. a sale/purchase of stock/ownership interest will result in vastly different outcomes. A seller's primary goal is often to sell the stock / ownership interest to achieve the following:

- Maximize the sale price.
- Minimize the tax on any realized gain by having the transaction taxed fully at capital gains rates.
- Divest yourself of the organization's liabilities, both known and unknown, that remain with the business in a stock sale.

On the other hand, a buyer's primary goal is often to buy the assets instead of the stock/ownership interest because of these reasons:

- Acquiring assets protects the buyer from assuming the seller's liabilities (especially contingent or unknown liabilities) which is what happens when stock is purchased.
- An asset purchase also allows the buyer to acquire only the assets it wants, but this may not be beneficial to the seller.
- An asset purchase allows the purchaser to allocate the purchase price to the acquired assets which will often result in more favorable depreciation deductions in the short term.

Buying or selling a business is a very complex and involved process and one that you should not take on alone. At Avizo, we realize there is much more to consider than just the financial and tax implications of your transaction. As a result, we partner with you in developing a comprehensive plan to address all areas of the process from start to finish.

As your trusted advisor, your goals and dreams are our goals dreams. We look forward to helping you achieve each and every one.

Business Valuations

Our mission at Avizo Group, LLC is to help our clients reach their financial goals. A properly prepared business valuation provides business owners with a wealth of information to help you identify your company's strengths and weaknesses.

There are three major categories for the requirement of a business valuation.

1. In support of the purchase or sale of all or part of a business.

- Buy/sell agreement purposes.
- Mergers, recapitalizations, and dissolutions.

2. Valuations required for tax reasons

- Valuation of interest for estate or gift tax purposes.
- Charitable contributions.
- Financial reporting.
- Valuation for personal financial statements or to obtain financing.
- Property tax valuation.

3. Valuations required in support of resolving litigation.

- Divorce proceedings.
- Valuations for condemnation, business interruption or other damage or loss.

When conducting a business valuation, our process includes in-depth research and analysis to determine the economic outlook, competition in the market place, and financial position of a business or individual. To determine fair market value, we thoroughly analyze financial statements, operating data, legal documents, and other company information to provide you with accurate and detailed information.

